

Message Text

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PAGE 01 STOCKH 03190 021619Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----046234 022358Z /66
R 021240Z AUG 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 1226

UNCLAS STOCKHOLM 3190

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: ADS REQUEST - CLARK BOAT CO., AUBURN, WA

REF: CD-144 6/30/77

1. FOLLOWING COMPANY HAS INDICATED PRELIMINARY INTEREST IN
REPRESENTING CLARK BOATS IN SWEDEN:

REDERI AB NAUTHALL
BANERGATAN 17
S-115 22 STOCKHOLM, SWEDEN
TELEPHONE: 08/63 57 30
ATTENTION: MR. LEIF LINDH

2. MR. LINDH WOULD LIKE INFORMATION REGARDING DISCOUNTS AND
PAYMENT CONDITIONS ON LARGER ORDERS. HE ALSO INFORMED US
THAT THERE WILL BE SPACE AVAILABLE IN HIS BOOTH AT
ALVSJOMASSAN, THE LARGE ANNUAL BOAT SHOW, WHICH TAKES
PLACE IN ALVSJO, SUBURB TO STOCKHOLM, IN FEBRUARY
NEXT YEAR. HE WOULD LIKE TO DISCUSS WITH CLARK BOAT CO.
THE POSSIBILITIES OF SHOWING ONE OR TWO SAN JUAN BOATS.

3. REDERI AB NAUTHALL IS AN IMPORTER, AGENT, AND
DISTRIBUTOR OF SMALL LEISURE TIME BOATS, DAY-
CRUISERS AND SAILING BOATS. ITS SHARE CAPITAL IS
SKR 500 THOUSAND AND THE TURNOVER IN 1976 WAS SKR
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4.2 MILLION. THE COMPANY WAS ESTABLISHED IN 1970
AND EMPLOYS 3. IT SELLS IN SCANDINAVIA. ACCORDING
TO LOCAL CREDIT SOURCES, THE COMPANY HAS MET ITS
BUSINESS OBLIGATIONS SATISFACTORILY.

4. SEVERAL OF THE FIRMS HAVE BEEN GIVEN DESCRIPTIVE
MATERIAL, BUT HAVE NOT YET GIVEN ANY DEFINITE

REPLY. WE WILL REPORT ON THEIR REACTIONS LATER.

PREPARED BY: GWITT APPROVED BY: VEOLSON.
PERRY

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NNN

Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
Disposition Case Number: n/a
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